

# The Times Dispatch

INDUSTRIAL SECTION

RICHMOND, VA., SUNDAY, MAY 1, 1910.

PRICE FIVE CENTS.

## REAL ESTATE AND BUILDING NEWS

Big Deals on Broad and Marshall Streets Are Features of Week.

## RAILWAY COMPANY BUYS LARGELY

Zimmermann Property Changes Hands—Immense Activity in West End Home Lots—Big Sales on Eighth Street. Real Estate Man Is a Buyer.

In real estate circles the reports and rumors are a little conflicting. Some of the agents have done good business the past week, while others report "nothing doing." By this they do not mean that they have been actually idle. For instance, one agency declared yesterday that it had been rather a dull week because said agency had not closed up any large deals, but when the man at the desk finished figuring up the small houses and lots the concern had sold, no one of which went over \$2,500, he found out that in the aggregate the firm had done nearly \$20,000 of business, which was not very bad for a "dull week."

There are reports, some of them vague, of large deals that have been practically closed, needing only one or two finishing touches, easily put on, to consummate them. But there is one that is known to have been consummated, and the transactions for the past week may be said to have come very near to making a new record.

R. F. and P. Makes Big Purchase.

A deal that has been on the string in one way and another for several months finally got through the red-tape process the past week and was marked closed. Just what it figures up in dollars and cents cannot be learned from the records, as only a nominal sum was mentioned as the consideration. However, it is a fact that the Richmond, Fredericksburg and Potomac Railway has become the purchaser of nearly a whole block of valuable property on Marshall Street extending from Harrison to Norton.

The only information obtainable is that the railway company bought it "for railway purposes." There are now on the property a dozen or fifteen cheap houses, and it is understood that all of these will be torn down that the ground may be used for "railway purposes." There can be no doubt of the fact that the railway will be run, and the presumption is that manufacturing and business sites of various kinds will be laid off so that the manufacturers and business men who shall occupy the same will have all the necessary advantages of transportation and easy shipping facilities. Evidently the railway company has turned a good trick in making this deal, and that it will increase its freight business by it goes without saying, and that the deal will enlarge Richmond's business is equally true.

Zimmermann Property Sells Well.

Another big deal that has also been hanging on the string for some time is understood to have about dropped off. Some of the interested parties will talk for publication, but it is an open secret, so to speak, that W. H. Zimmermann has sold his holdings on the north side of Broad Street between Eighth and Eleventh, amounting to something like 180 feet, and that it is obtained therefor about \$205,000. It is no secret that Strause, Gunst & Co. were the purchasers. Just what they are going to do with the property is not yet apparent, but they are in the habit of letting a good thing lie idle, and the presumption is that they are going to improve it in some way to make it bring big revenue. There are various rumors concerning a new theatre, and other rumors about a new hotel, but none of these reports can be traced down just yet. In time, and short time at that, the new purchasers will doubtless announce their intentions.

Activity Is City-Wide.

Put these two large deals together and count them both as transactions of the past week and it will be seen that the week was something of a record-breaker, to say nothing of the hundred and one smaller deals made all over the city from Fulton to the Boulevard, and from Washington Ward to the northside creek, and all out in the suburbs.

J. Thompson Brown & Co., Pollard & Bagby, Amos & Poindexter, Blanton & Co., Green & Redd, Richeson & Crutchfield, J. D. Carneal & Son, W. E. Purcell, Jr., C. G. Golan & Nash, McVeigh & Glimm, the Demorens, the Rose Company, Vaughan & Williams and various other agencies have given strong hints of much active business done in a small way and many big transactions that have gotten on the string are likely to be consummated within a very short time.

In the latter days.

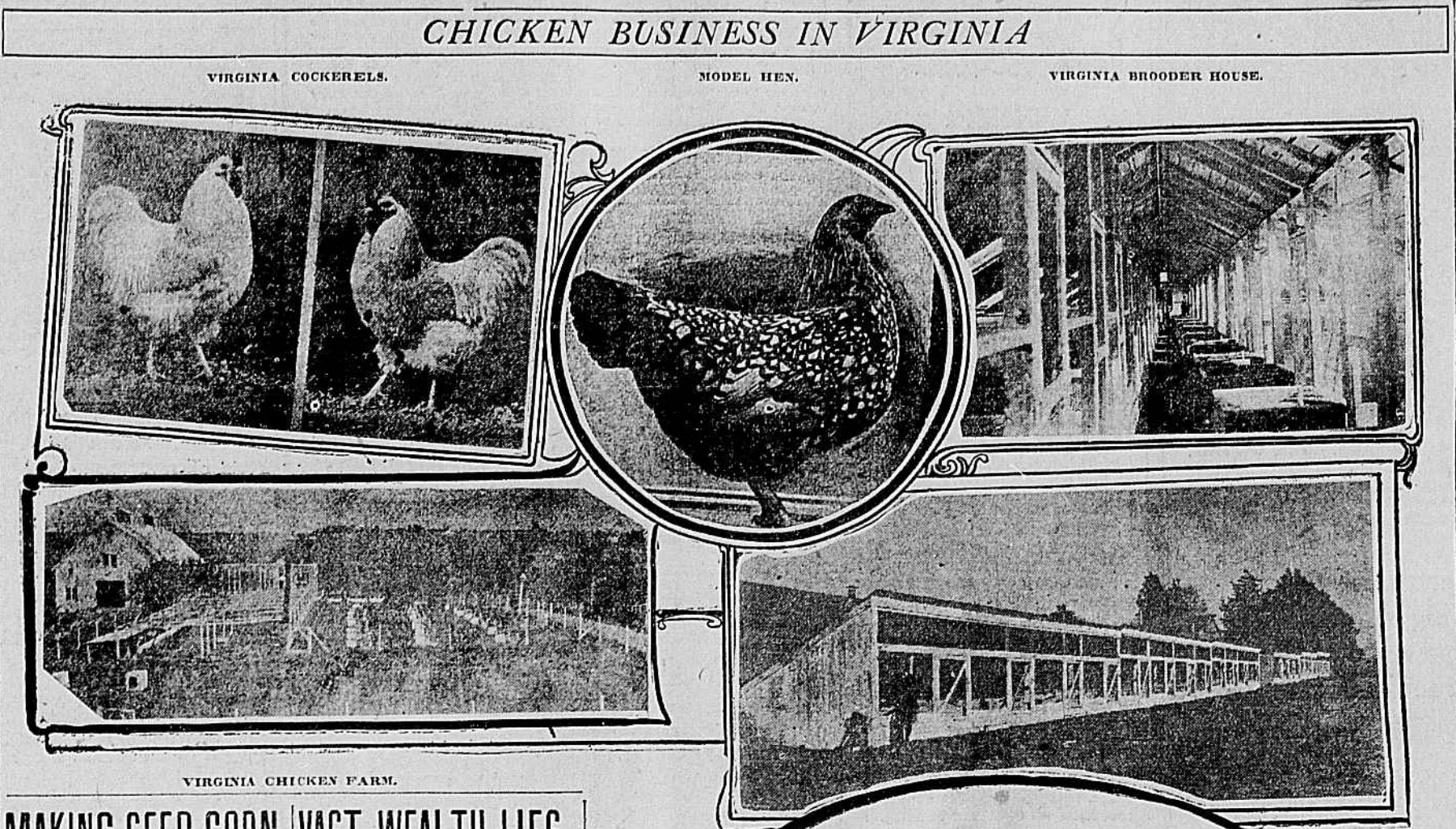
The first named concern above report the sale during the latter days of the week of something like \$30,000 worth of property, including dwellings on West Main Street, on Ivy Street, on Auburn Street, on Kensington Avenue, Stuart Avenue and Catherine Street.

There is said to be more than the usual activity in the West End, where home builders are buying lots right along. Along Stuart Avenue from Meadow Street westward as far as Robinson Street and on all of the intervening cross streets business has been very active, many lots having changed hands within the past week and previous.

These lots are not being bought by speculators, but by home builders. I was told of cases where people bought lots in this section in the early days of the week, and before Friday had made contracts for homes and broken ground for the erection of the same.

Important Transactions.

A deal of the past week of more or less importance was the purchase of the office building, 30 North Eighth Street, corner of Franklin by H. Selton Taylor, a man who knows values pretty well. Dr. J. P. Davidson, a well known real estate planner, was



VIRGINIA COCKERELS.

MODEL HEN.

VIRGINIA BROODER HOUSE.

## CHICKEN BUSINESS IN VIRGINIA

### MAKING SEED CORN AND HOW TO DO IT

All Depends on the Grain Put in the Ground and How.

TREATISE ON SEED MAKING Breeding Seed Corn Is a Fine Art Well Worth Your Attention.

The boys who are making up the corn-growing clubs in Virginia are getting more and more enthusiastic. God bless the boys. They are on the right line. The thing for them to do is to get right in the matter of corn-growing. The way to get right is to seed right. To seed right you must have the right kind of seed, and any of the boys can make their own seed if they will just go at it right. The old folks can do as well along this line as the boys can. Both the boys and the old folks will do well to follow the instructions given below, which are borrowed from one of the best of farm journals:

"Select an acre or a half-acre, some distance from all other cornfields, have it of fair fertility, prepare just as well as you know how, fertilize liberally, and plant the seed in the best seed bed you can obtain of the variety you wish to grow next year, and give it thorough cultivation the season through."

"This seed acre is not the one to try for the biggest yield on, but you want to give every stalk on it a chance to do its best. Thin out all weaklings and deformed stalks in the beginning, and be sure that the corn is not too thick. It is not necessary—indeed, it may be injurious, as tending to promote too much growth of stalks—to have the stalks at great distances apart, but there should be no crowding. Then when the tassels begin to appear, if there are any stalks that seem to be barren, remove the tassels from these before they ripen their pollen and thus have a chance to reproduce their tendency to barrenness by fertilizing the pistillate flowers on others stalks. If there are any other stalks that are for any reason objectionable, untrue to type, or unhealthy in appearance, detassel them, too."

"Keep an eye on the patch all summer long, and when you go to select the ears for planting next fall, choose them with regard to the characteristics of the whole plant on which they grew, and not simply because they are pretty ears. Save the very best ears for planting your seed patch next year, label them so that they cannot be lost."

(Continued on Fifth Page.)

### VAST WEALTH LIES IN COAL FIELDS

Bright Future for Southwestern Virginia and Eastern Kentucky.

MARVELOUS DEVELOPMENTS Building of New Railroads Opens Up Hitherto Neglected Regions.

[Special to The Times-Dispatch.]

Sargent, Ky., April 30.—Already the inflow of millions of dollars of capital into the mountainous region of Eastern Kentucky and Southwestern Virginia have resulted in a hum of industry and of busy, bustling activity in their coal and timber fields, second to none in the entire south, yet, within the sections contiguous to the borders of the two great States—Kentucky and Virginia—are almost in their initial developments, and just what the future of this section will foretell is very near past comprehension.

Six or eight years ago some far-seeing Pennsylvania capitalists came into the section of Wise county, Va., east of here, after the completion of the Louisville and Nashville and the Norfolk and Western, two great trunk lines into the county, and began to exploit in the coal resources, then thought to be of little value, of that county—the then pauper county of the Old Dominion. In a little while the riches of the coal fields of the county spread broadcast, and capitalists from all over the country were attracted to its hidden wealth. These came and invested largely in the holdings.

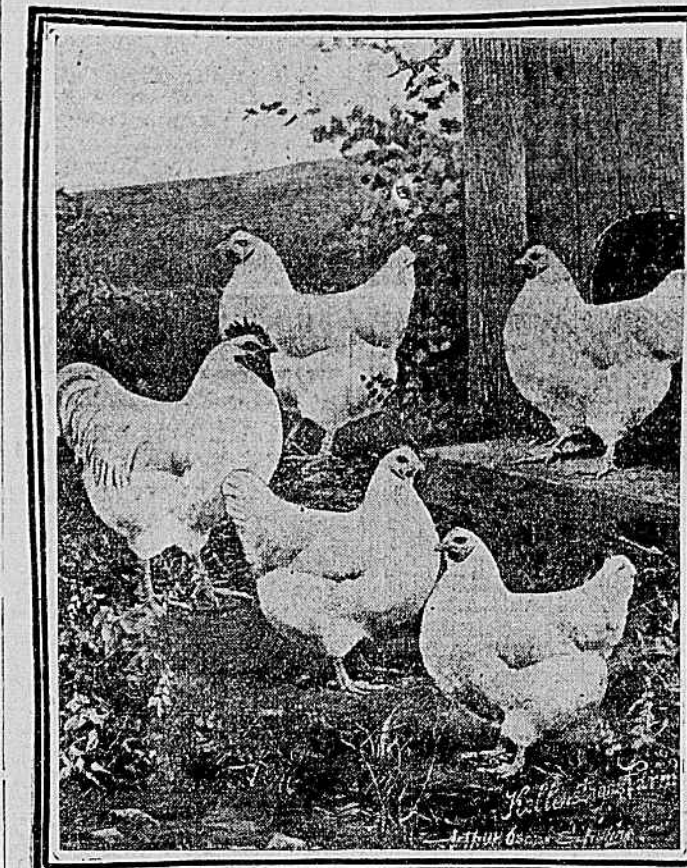
In a little while various coking coal plants were established and put in operation, and while the numerous short-line branches of railroad had penetrated almost every nook and corner of the county, to-day Wise county presents almost a network of railroad lines, all laden to their full limit with freight from its industries, consisting principally of coking plants, lumber manufacturing, brick plants and handle factories.

Stonewall, pioneer among the coking coal plants of Wise county, where the Virginia Iron, Coal and Coke Company holds forth, was among the first plants to begin operation. Callahan Creek, a tributary of Powell River, offered inducements to the Vents syndicate of Philadelphia, for, indeed, it was rich in boundless coal veins, ranging from five to nine feet in thickness, with virgin forests teeming on every mountain side, and millions of dollars was immediately expended by these shrewd Pennsylvanians.

Stonewall as a result, thereafter known as the "boom mining town of Southwestern Virginia," sprang into existence on the headwaters of Callahan Creek, a few miles from the Kentucky border, and it was the first plant in the county to begin shipping coal broadcast, almost from its initial shipment. It is a fact, as the leading coking experts admit to-day, that Stonewall cokes the best that is produced in the Wise county field.

A few days ago a telegram sent out from Chicago stated that as a by-product, coke made at Stonewall, in the Virginia field, was very satisfactory, and was perhaps the best in existence.

In the leading markets of the country Stonewall coke is current to-day at \$2.35 to \$2.85, and there is little overproduction of the product from Stonewall, a fact over which the Stonewall promoters should feel elated. Within twelve months the Virginia Iron, Coal and Coke Company had opened mines and built large plants at Imman, Osaka and Rhoda, making four plants on the Callahan Creek, all reached by the Interstate Railroad out from Appalachia, where connections are made with the Southwestern and the Louisville and Nashville. Last year the Interstate completed its road along the Callahan Creek and Nashville to Norton, twelve miles away, where a connecting link is made with the Clinch Valley division of the Norfolk and Western, terminating at Norton, making an important connection. By the completion of the connection the Virginia Iron, Coal and Coke Company



VIRGINIA HENS

## ALL MARKETS SHOW LARGER LEAF SALES

Farmers Take Advantage of Good Season and Slackness of Business to Market Greater Portion of Remainder of Crop.

More leaf of tobacco was sold in the markets of Virginia and North Carolina during the past week than the warehousemen and the leaf buyers expected. The seasons were good, and there were reasons why the farmers were not necessarily busy on their farms. They took advantage of the good season and the slackness of farm business to market what was perhaps the greater portion of the remainder of their crops of the good year 1909. In Richmond warehouses the loose leaf sales ran somewhat over 150,000 pounds, but hardly reached 200,000. The bulk of the offerings of sun cured stock came from the farms of Caroline county and all of it was in good order and, for the most part, it was good tobacco. Some mighty good wrappers showed up and they brought outside figures, some selling as high as \$15 per 100 pounds and from that figure down to \$20, many piles going considerably over the \$30 mark. Good fillers were also numerous and the prices for the same were well maintained.

The offerings of Burley were small, but there was not cutting down of prices, every pile offered being eagerly sought after by the buyers. Beginning this week the warehouses will maintain but two sales days each week, those days being Tuesdays and Fridays.

Leaf sales as reported by the Richmond Tobacco Association for April were as follows:

Dark tobacco sold in April, 1,095,787 pounds; average price, \$11.49 per 100 pounds. Burley sold in April, 49,298 pounds; average price, \$9.88. Total loose leaf sales, 1,145,085 pounds; total average price, \$10.68 per 100 pounds. Sales for the seven months ending April 30: Dark tobacco, 12,175,818 pounds; Burley tobacco, 1,614,557

## NEW INDUSTRIES PLANNED IN SOUTH

Progressive Developments Reported From All Sections of Dixie.

[Special to The Times-Dispatch.]

Baltimore, Md., April 30.—Among the important Southern industrial and other announcements in this week's issue of the Manufacturers' Record are the following:

Yellow River Power Company was incorporated, with \$1,000,000 capital stock, for the purpose of building a water-power electrical plant to transmit 15,000 horsepower, the plant to be located on the Yellow River, near Stone Mountain, Ga. J. B. McCrary, of Atlanta, and associates were the incorporators.

Meritas Mill, Columbus, Ga., was incorporated, with \$300,000 capital stock, and purchased a twenty-acre site for a plant to manufacture cloth to be shipped to Northern mills for converting into cloth.

Stonewall (Va.) Coal and Coke Company, controlled by Philadelphia capitalists, purchased the Kokee (Va.) Consolidated Coke Company's property, including 9,500 acres of coal land, 700 coke ovens and mining plants, with an annual output of 750,000 tons of coal.

Consolidated Phosphate Company, Dublin, Ga., awarded contract for an electrically driven acid phosphate plant, with an annual capacity of 30,000 tons.

Dauphin Island Railway and Dock Company, Mobile, Ala., was incorporated to dredge a thirty-foot channel to Dauphin Island and build docks, wharves and other coaling facilities, contemplating an expenditure of \$900,000.

Alamo Land and Sugar Company, Donna, Texas, was incorporated, with \$4,000,000 capital stock, to develop sugar lands in Hidalgo county.

Indian Refining Company, of Cincinnati, purchased Record Oil Refining Company and plant at New Orleans.

John W. Gates, of Port Arthur, Texas, was reported as having perfected plans for a \$1,000,000 mill to manufacture paper from rice straw, this enterprise being one he has planned for some time.

American Lumber Company, Bluefield, W. Va., was incorporated, with \$100,000 capital stock, to deal in and develop timber lands.

New Orleans Drainage Company, New Orleans, which incorporated recently, with \$2,500,000 capital stock, acquired 34,000 acres of land and will develop for cultivation by constructing a drainage system.

Southwestern Veneer Company, Cotton Plant, Ark., was incorporated by New York manufacturers, the capital stock being \$50,000.

William C. Smith, of Oklahoma City, announced a plan to build works for an annual capacity of 10,000,000 bricks, and he is now taking estimates on the machinery required.

Producers' Cotton Oil Company, Memphis, Tenn., was incorporated, with \$100,000 capital stock.

T. Carter Lumber and Building Company, Houston, Texas, was incorporated, with \$250,000 capital stock.

Ring Furniture Company, Kernersville, N. C., recently organized with \$50,000 capital stock, determined plans for buildings and equipment to manufacture kitchen cabinets and cupboards.

Cottonseed and Fibre Company, Tie Plant, Miss., was incorporated, with \$100,000 capital stock, to manufacture cottonseed products.

Harden Manufacturing Company, Worth, N. C., awarded contract for 5,000 additional spindles and other machinery for its cotton yarn mill, for \$75,000 to \$100,000, to be expended.

Leaf River Gravel Company, Hattiesburg, Miss., was incorporated, with \$50,000 capital stock, to dredge gravel from river bed.

New Orleans, Mobile and Chicago Railroad Co., Mobile, Ala., was reported as to expend \$250,000 for constructing freight and passenger terminals and \$300,000 for plans, warehouses,

## VIRGINIA FOWLS IN THE FRONT RANK

Richmond Becomes Chicken Market for the Whole Country.

## BIG MONEY IN THE POULTRY BUSINESS

Thousands of Coops of Fowls Bought and Sold in Richmond. Supply Not Equal to Demand—Big Chance for Virginia to Hatch Big Money.

BY FRANK S. WOODSON, Industrial Editor.

Some weeks ago I wrote about the chicken-raising industry in Virginia and the decided interest that Virginia people are taking in the poultry business. I believe I said then that the possibilities of the poultry farms were even greater than the corn lands, and that in the matter of eggs and chickens Virginia might in time derive more revenue from poultry raising than from corn culture or tobacco culture or wheat-growing. I have had several letters from various parts of the State, in which some of the writers accuse me of exaggerating a little on the poultry subject. I do not think I overshot the mark, certainly not very much. However, I am always open to conviction, and I have invited figures to show that I was wrong. No such figures have yet appeared on the surface, and I doubt if any will ever appear. It is a very easy thing for an old fogey to sit in his room or his office and accuse a newspaper man of exaggeration, but it is a very different thing to prove the assertions. The records of the courts are crowded with just such cases and just such failures of the old fogies to make good.

How the News Comes In.

I know very well that Virginia was growing the chickens and the turkeys and the ducks, but I was not so sure that Virginia was realizing on them in such shape as set forth in the real making some investigations the past week, and it must be said that the half had not been told me.

Down on Cary Street, on Thirteenth Street, on Twelfth Street and in all of the section of the city where the commission merchants do much business I found ample evidence to backstand all I have said of an optimistic character regarding the poultry business. As a matter of fact, Richmond has become the poultry market of the South and the distributing point for the feathered tribe of all kinds. The figures regarding the amount of business done here in chicken and duck and turkey fowls are simply startling, and this to say nothing of the eggs and the transactions of the growers of fancy fowls, who get fancy prices for the eggs to be set and the young chickens to be raised and the brooded through the chickens and other fowls required to make colonies and "roosteries" for future improvement of the business.

Figures That Prove the Case.

I proposed to the chief clerk here to use some figures that have come to me from the Cary Street section concerning the fowl as a commercial proposition pure and simple, leaving out all fancy fowls and fancy fowls. A well-known commission merchant tells me that Richmond stands to-day at the head of the list as a poultry market, and has gotten to the head within the last three years. The big sales days for fowls are the days when the fowls are shipped to the north, and continues until the latter part of June, by which time all of the spring chickens are marketed. The big sales days for fowls are the days when the fowls are shipped to the north, and continues until the latter part of June, by which time all of the spring chickens are marketed. The big sales days for fowls are the days when the fowls are shipped to the north, and continues until the latter part of June, by which time all of the spring chickens are marketed.

Since the 1st of December last up to this date Richmond has shipped to the north and sold in Richmond and shipped hence to the big markets of the North. A coop holds fifteen full-grown hens, and 10,000 coops therefore foot up 150,000 hens. The average hen weighs 10 pounds, and these shipped to all parts of the country at an average of 20 cents per pound in the feathers. That makes \$150,000 for hens alone.

Enormous Figures.

Add to the total of the turkeys and ducks and geese sold in the same length of time and the value of the spring chickens which have been on the market since the middle of February and bringing twice as much money per pound as the grown fowls, and it is easy enough to figure out something more than \$500,000 that has changed hands in the poultry business in a strictly commercial way in Richmond since the 1st of December last. Of course, does not include the money that has passed through the hands of the hundred and odd fancy chicken raisers who have realized largely on young chicks just from the state and shipped to all parts of the country as outlined in an article I had in the Industrial Section a few weeks ago. Nor does it include the enormous business done in eggs. Taken altogether, I daresay the poultry business in Richmond has run largely over \$1,000,000. Add to this the business done in Norfolk, Petersburg, Danville, Lynchburg, Charlottesville, Staunton, Winchester and other Virginia cities and towns, and the figures foot up to mammoth proportions.

Big Things for the Future.

But getting back to Richmond, the new greatest poultry market in the South, the distributing point for all of the South, the poultry gateway in fact. There is just now the greatest activity in the chicken business. One concern alone, whose books I have had a peep at, has shipped to Northern markets within the past week between 450 and 500 coops of hens, to say nothing of the ducks and turkeys and geese and spring chickens, and the head of this firm tells me he has not been able to supply the demand that